

## IMPORTERS' QUESTIONNAIRE

### CERTAIN FROZEN OR CANNED WARMWATER SHRIMP AND PRAWNS FROM BRAZIL, CHINA, ECUADOR, INDIA, THAILAND, AND VIETNAM

*Return completed questionnaire to:*

#### UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than January 16, 2004**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and Vietnam (invs. Nos. 731-TA-1063-1068 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm imported certain frozen or canned warmwater shrimp and prawns (as defined in the instruction booklet) from any country at any time since January 1, 2000?

☐

**NO**

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

**YES**

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

### CERTIFICATION

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I. GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No                      ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and Vietnam into the United States or which are engaged in exporting certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and Vietnam to the United States?

☐ No                      ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

**PART I. GENERAL QUESTIONS—Continued**

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain frozen or canned warmwater shrimp and prawns?

☐ No                      ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-6. Please indicate the nature of your firm's importing operations on certain frozen or canned warmwater shrimp and prawns from. More than one answer may be applicable.

<input type="checkbox"/> Importer of record	<input type="checkbox"/> Takes title to the imported product(s)
<input type="checkbox"/> Consignee of the imported product(s)	<input type="checkbox"/> Customs broker or freight forwarder

- I-7. If your firm is an importer of record of certain frozen or canned warmwater shrimp and prawns but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_

\_\_\_\_\_

- I-8. Please indicate whether your firm enters certain frozen or canned warmwater shrimp and prawns into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Bonded warehouses	<input type="checkbox"/> No	<input type="checkbox"/> Yes

- I-9. Please indicate whether your firm imports certain frozen or canned warmwater shrimp and prawns under the TIB (temporary importation under bond) program.

☐ No                      ☐ Yes

- I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

☐ No                      ☐ Yes—Please specify. \_\_\_\_\_

\_\_\_\_\_

**PART II.—TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from **Jim McClure (202-205-3191)** or **Elizabeth Haines (202-205-3200)**. **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_

Phone No. E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of certain frozen or canned warmwater shrimp and prawns since January 1, 2000?

☐ No ☐ Yes—Supply details as to the time, nature, and significance of such changes.

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II-3. Has your firm imported or arranged for the importation of certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and Vietnam for delivery after March 31, 2003?

☐ No ☐ Yes—Indicate when such orders are to be delivered and the quantities involved.

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II-4. If your firm also produces certain frozen or canned warmwater shrimp and prawns in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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**PART II. TRADE AND RELATED INFORMATION—Continued**

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of certain frozen or canned warmwater shrimp and prawns imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Brazil ☐ China ☐ Ecuador ☐ India ☐ Thailand ☐ Vietnam ☐ All other sources combined<sup>1</sup> ☐

(Quantity in pounds, value in \$1,000)					
Item	Calendar years			January-September	
	2000	2001	2002	2002	2003
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)					
<b>IMPORTS:<sup>2</sup></b>					
Quantity of imports					
Value of imports					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>3</sup> of internal consumption/transfers					
<b>EXPORT SHIPMENTS:<sup>4</sup></b>					
Quantity of export shipments					
Value of export shipments					
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> (quantity)					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> (quantity)					
<b>U.S. SHIPMENTS TO RETAILERS<sup>6</sup></b> (quantity)					
<sup>1</sup> Please identify these sources: _____ _____					
<sup>2</sup> Identify the foreign producers, if known: _____ _____					
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below: _____ _____					
<sup>4</sup> Identify your principal export markets: _____ _____					
<sup>5</sup> <b>Reconciliation of data.</b> —Note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ _____					
<sup>6</sup> Supermarkets, restaurants, hotels, etc.					

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-6. For calendar year 2002, provide the quantity (pounds) and value (\$1,000) of your firm's commercial shipments of the following:

	<u>Quantity</u>	<u>Value</u>
<b>Fresh:</b>	_____	_____
<b>Frozen--</b>		
raw, head on:	_____	_____
raw, headless:	_____	_____
raw, peeled undeveined (PUD):	_____	_____
raw, peeled and deveined (P&D):	_____	_____
raw, breaded:	_____	_____
raw, marinated or sauced:	_____	_____
raw, other ( _____ ):	_____	_____
cooked, breaded:	_____	_____
cooked, other ( _____ ):	_____	_____
<b>Canned:</b>	_____	_____

II-7. For calendar year 2002, provide the quantity (pounds) and value (\$1,000) of your firm's commercial shipments of the following:

<u>Size (count) (headless)</u>	<u>Quantity</u>	<u>Value</u>
Under 16:	_____	_____
16/20:	_____	_____
21/25:	_____	_____
26/30:	_____	_____
31/35:	_____	_____
36/40:	_____	_____
41/50:	_____	_____
51/60:	_____	_____
61/70:	_____	_____
71/90:	_____	_____
110/130:	_____	_____
130/150:	_____	_____
Over 150:	_____	_____
Broken:	_____	_____

**PART II. TRADE AND RELATED INFORMATION—Continued**

II-8. For calendar year 2002, provide the share (in percent) of your purchases of certain frozen or canned warmwater shrimp and prawns that were:

Brazil:        farmed \_\_\_\_\_ wild caught \_\_\_\_\_

China:        farmed \_\_\_\_\_ wild caught \_\_\_\_\_

Ecuador:     farmed \_\_\_\_\_ wild caught \_\_\_\_\_

India:        farmed \_\_\_\_\_ wild caught \_\_\_\_\_

Thailand:     farmed \_\_\_\_\_ wild caught \_\_\_\_\_

Vietnam:     farmed \_\_\_\_\_ wild caught \_\_\_\_\_

**PART III.-PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_

Phone No. E-mail address

**Section III-A.-PRICE DATA**

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from Brazil, China, Ecuador, India, Thailand, and/or Vietnam during January 2000-September 2003:

- Product 1:** Frozen white shrimp, headless, shell-on, in five pound net weight blocks, 31 to 40 count.
- Product 2:** Frozen shrimp, all species, headless, shell-on, in five pound net weight blocks, under 15 count.
- Product 3:** Frozen white shrimp, PUD (peeled not deveined), raw, tail-off, in five pound net weight blocks, 71 to 90 count.
- Product 4:** Frozen, cooked shrimp, all species, 31 to 40 finished count, tail off, shell-off.
- Product 5:** Peeled and deveined white shrimp, raw, IQF (individually quick frozen), 26/30 count.

**Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.**



**PART III. PRICING AND RELATED INFORMATION—Continued****Section III-A. PRICE DATA—Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified product, country, and distribution combinations<sup>1</sup> for certain frozen or canned warmwater shrimp and prawns imported from Brazil, China, Ecuador, India, Thailand, and/or Vietnam and sold by your firm.

Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐ Product 5 ☐

Brazil ☐ China ☐ Ecuador ☐ India ☐ Thailand ☐ Vietnam ☐

Distributors/ Independent Wholesalers ☐ Retailers (i.e., firms that sell to consumers) ☐

(Quantity in pounds, value in dollars)		
Period of shipment	Quantity	Value <sup>2</sup>
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
<sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-B.--PRICE-RELATED QUESTIONS**

**If your answer to any question in this section differs by country from which you imported, please indicate how the answer differs for specific countries.**

- III-B-1. Please describe how your firm determines the prices that it charges for sales of certain frozen or canned warmwater shrimp and prawns (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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- III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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- III-B-3. What are your firm's typical sales terms for certain frozen or canned warmwater shrimp and prawns imported from Brazil, China, Ecuador, India, Thailand, and/or Vietnam (e.g., 2/10 net 30 days)? \_\_\_\_\_. On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? \_\_\_\_\_

- III-B-4. Approximately what share of your firm's sales of its certain frozen or canned warmwater shrimp and prawns imported from Brazil, China, Ecuador, India, Thailand, and/or Vietnam in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

- III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) Can prices be renegotiated during the contract period? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) Can prices be renegotiated during the contract period? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain frozen or canned warmwater shrimp and prawns?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

III-B-8. (a) What is the approximate percentage of the total delivered cost of certain frozen or canned warmwater shrimp and prawns that is accounted for by U.S. inland transportation costs? \_\_\_\_ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_ percent. Over 1,000 miles? \_\_\_\_ percent.

III-B-9. What is the geographic market area in the United States served by your firm's certain frozen or canned warmwater shrimp and prawns?

☐ Northeast    ☐ Mid-Atlantic    ☐ Midwest    ☐ Southeast  
☐ Southwest    ☐ Rocky Mountains    ☐ West Coast    ☐ Northwest  
☐ National    ☐ Other (describe) \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

- III-B-10. Describe the end uses of the certain frozen or canned warmwater shrimp and prawns that you import from Brazil, China, Ecuador, India, Thailand, and/or Vietnam. For each end-use product, what percentage of the total cost is accounted for by certain frozen or canned warmwater shrimp and prawns?

<u>End use</u>	<u>Share of total cost accounted for by certain frozen or canned warmwater shrimp and prawns (percent)</u>
_____	_____
_____	_____

- III-B-11. (a) Please list in order of importance any products that may be substituted for certain frozen or canned warmwater shrimp and prawns. (e.g., coldwater shrimp, other seafood products, etc.)

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

- (b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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- (c) Have changes in the prices of these products affected the price for certain frozen or canned warmwater shrimp and prawns?

☐ No      ☐ Yes—To what degree do changes in their prices affect the price for certain frozen or canned warmwater shrimp and prawns? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of certain frozen or canned warmwater shrimp and prawns or final end use?

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- III-B-12. How has the demand within the United States (and outside the United States if known) for certain frozen or canned warmwater shrimp and prawns changed since January 1, 2000? What principal factors affect changes in demand?

☐ Increased      ☐ Unchanged      ☐ Decreased

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**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-13. Have there been any significant changes in the product range or marketing of certain frozen or canned warmwater shrimp and prawns since January 1, 2000?

☐ No ☐ Yes--Please describe.

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III-B-14. Are there any differences between farmed and wild certain frozen or canned warmwater shrimp and prawns that affect quality, price, or availability?

☐ No ☐ Yes--Please describe.

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III-B-15. Are there any differences between frozen and canned warmwater shrimp that affect quality, price, or availability?

☐ No ☐ Yes--Please describe.

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Are frozen and canned certain frozen or canned warmwater shrimp and prawns used in the same applications?

☐ No--Please describe ☐ Yes--Please describe.

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**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

- III-B-16. Is there any seasonality in the supply of certain frozen or canned warmwater shrimp and prawns available in the United States, or is it available year-round at the same levels? Please describe.

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Please describe any seasonal changes in your ability to supply certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and/or Vietnam to the U.S. market.

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- III-B-17. Since January 1, 2000, have you had any instance of not being able to supply your purchasers with a sufficient quantity of certain frozen or canned warmwater shrimp and prawns? If so, why? If not, how confident are you in your ability to meet your customers' needs?

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- III-B-18. Please describe the effect that regulations (e.g. USDA, etc.) have on your ability to supply certain frozen or canned warmwater shrimp and prawns imported from Brazil, China, Ecuador, India, Thailand, and/or Vietnam.

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Please describe any regulations in other countries that affect the U.S. market for certain frozen or canned warmwater shrimp and prawns.

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**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

- III-B-19. Please describe, to the best of your knowledge, how the certain frozen or canned warmwater shrimp and prawns you import from Brazil, China, Ecuador, India, Thailand, and/or Vietnam makes it to the consumer, i.e., through a distributor, through further processing, etc. Is there any step in the distribution process where one group of buyers wields enough influence to set price for certain frozen or canned warmwater shrimp and prawns or products produced from certain frozen or canned warmwater shrimp and prawns?

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**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-20. Are certain frozen or canned warmwater shrimp and prawns produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Brazil	China	Ecuador	India	Thailand	Vietnam	Other countries
United States								
Brazil								
China								
Ecuador								
India								
Thailand								
Vietnam								

<sup>1</sup> For any country-pair producing certain frozen or canned warmwater shrimp and prawns which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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Section III-B.--PRICE-RELATED QUESTIONS--Continued

**PART III. PRICING AND RELATED INFORMATION—Continued****Section III-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for certain frozen or canned warmwater shrimp and prawns imported from Brazil, China, Ecuador, India, Thailand, and/or Vietnam during 2001-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and/or Vietnam that each of these customers accounted for in 2003.

No.	Customer's name	Street address ( <u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					